

CARS SCARCE BUT SALES BRISK; ALPINE MAN BUYS RACING CAR

Country Dealers Come Into El Paso and Stock Up With Accessories; Williford is Back Disguised as a Cattleman; Grant "Makes Good" in New Mexico; Big Mileage for 'Gas' in Saxon.

THOUGH many of the dealers complain of a shortage of cars, the past week has been marked by a large number of deliveries by the local automobile concerns. Besides the sales reported, there have been several to the various departments of the army. At the request of the officers, these sales have not been listed. The total number of sales for army purposes, which locally has been very light, however, but during the past week something like 20 cars of various makes were turned over to the army.

Sam Watkins, the genial DeSoto dealer, was in the city this week, arranging for more Overlands and to lay in a big stock of accessories at the Tri-State Motor company.

Stocking Up With Accessories. E. R. Lester, Overland dealer at Mesilla Park, was also a visitor in the city. He stocked up with a lot of accessories for the spring trade from the Western Motor Supply company.

V. H. Justis, of Justis & Hart, Van Horn, came into town on Thursday. He figured on taking back a new Ford touring car with a load of accessories but when he got through buying he had such a big stock that he increased his Ford order by another car. He drove home Thursday afternoon.

K. G. Perry, president of the Lone Star Motor company, was back at his desk on Wednesday and Thursday but was again confined to his home by illness on Friday.

Cregor Goes Traveling. L. M. Cregor, of the Lone Star staff, left on Thursday for Alpine, Valentine and Marfa. He will visit Dallas before returning to El Paso.

Walter Good, a well known young salesman of Alpine, figures on having some real speed this summer so he has purchased the National speedster which Carl Reeves drove for the Elliott-Garrett company in many of the southwestern races last fall. The National took the chief honors at Juarez in September and also did some good work at Tucson. It was overhauled during the winter and Mr. Good will have a fast car.

More Wichitas Arrive. Another shipment of Wichita trucks arrived for the Elliott-Garrett company and they now have a complete line of the various Wichita models. Frank Garrett declares that Otis Williams, his truck salesman, is such a handsome fellow that the present stock of Wichitas will not last more than a few days.

The Elliott-Garrett company still reports a shortage of Studebakers, though the shipments have been coming through a bit better lately.

G. H. Sinden, of the Western Motor Supply company, is away on another trip through New Mexico and Arizona territory.

Expect New Tires Soon. The Western Motor Supply company has received its full stock of leak-proof piston rings and now claims to carry the largest stock of these goods west of St. Louis. The new Portage tires are expected to arrive here next week.

C. P. Henry, of the Cadillac Sales company, is home from an extended trip through the territory. He reports good prospects for the popular "eight."

"Repair business is picking up," reports Tom White of the Auditorium.

Cattleman or Tire Salesman? H. L. Williford, secretary of the Quick Tire Service, blew into town from Dallas on Friday night. It didn't require any words to tell that "H. L." had been at the recent stockmen's convention at Houston. He had a wide sombrero and manager D. C. Booth even intimated that he heard a pair of big spurs rattling in his suitcase.

Williford has the cattle fever—a real bad attack—and he's just as willing to talk about the price of beef and hides as the superiority of United States tires over other tires. Saturday morning, he made his appearance in "civilized" garb as Mr. Booth put it, and asserted that the local manager of the Quick Tire Service was "grossly libeling" him when he said that he mistook Williford for a cowboy. But then there's a similarity in names between Williford and Willard and it may be that the tire man has been reading the sport pages and found out that Willard, posing as an ex-cowboy, is making a fortune in another line of endeavor and is trying to do likewise. You never can tell.

Tire Manager Arrives. C. F. Kent, who is to take charge of the Pennsylvania tire department of the Rio Grande Oil company, arrived in the city on Friday morning. Rain was falling but it didn't dampen the spirits of Mr. Kent at all. "Gee!" but I'm glad to be here," was his greeting to the auto scribe. "El Paso is one of the finest cities on the map and when I get an offer to come here I don't waste any time in thinking it over. At that, Mr. Kent beat me to El Paso and her approval of the city merely confirms what I had been looking for."

Billy Adolph Back. Billy Adolph got home from New Mexico points on Friday. He was liberally plastered with mud but wildly enthusiastic over the Grant "six." Santa Fe was Billy's harvest town and he placed several of the new cars there and also arranged agencies in two other cities. "The Grant is the best car I've ever handled and I've had my foot on the brake of many a car," said the salesman. "We went through snow, mud and sand and the Grant looked upon them all as plain sailing. Coming in from Engle we had five inches of snow to contend with a good part of the way but that was easy. Maybe you think I'm a bit 'bug' on the Grant but if you'd given him the same tests I have you'd be 'bug' too. She's a real dandy car. Let it go at that."

"Gillie" at Oro Grande. H. M. Gillespie, truck manager of the Southern Motor company, is at Oro Grande delivering a Republic truck and looking into some prospects there. David S. Russek, general manager of the Southern Motor company, is "under the weather" with a slight attack of la grippe.

J. P. Freeman, of the Southern's

MACHINE GUN MOUNTED ON OVERLAND PROTECTS LINE OF COMMUNICATION



WITH a strict censorship prevailing, pictures of army movements across the Mexican border have been as scarce as the proverbial hen's teeth. The above snapshots, showing a machine gun mounted on an Overland model 75 touring car, in some way escaped the censorship. In the upper illustration a machine gun squad is shown working a gun for practice.

road staff, is off on another trip through Arizona. While away he will place Grant agencies at Clifton and Tucson.

E. M. Ford, truck manager of the Oakland Auto Sales company, is preparing for spring business with a full line of the new J. H. C. models.

Where Did He Go? The Oakland Auto Sales company's service department had one real enthusiastic visitor this week. This man didn't give his name but he talked Oakland all the time he was at the shop. He stated that he called at Joe Hays' salesroom in Douglas on Saturday and bought an Oakland "eight" and then decided to take a run into El Paso. "The car behaved beautifully—better than I had ever expected any car could behave—and it will always be Oakland for me after this," he declared. He stated he had made no other excuses except the trip to El Paso and general manager A. H. Elmore is still trying to figure out why his speedometer should read 114 miles. "That's about 100 miles longer than the trip between El Paso and Douglas," said Mr. Elmore, and the only thing I can figure is that he took the northern route to avoid Villa's bullets."

Woman Buys Overland. "We had a woman caller this week who wanted to know if we'd let her test an Oakland at her leisure for two days without a demonstration," said R. C. Carr, city sales manager for the Oakland. "She is an experienced driver, but said that other agencies wouldn't trust her skill at the wheel. We took a chance and she has just phoned me to come up this afternoon and get a check. You see, the Oakland sells itself."

Franklin Arrives. The Franklin Motor Car company received another carload of Franklins this week, thus relieving some of the demands upon manager L. J. Treat, for cars.

There are two new agencies in town as the Pioneer Motor company has taken hold of the Moon and Scripps-Booth lines.

The Toltelk Motor company received a carload of Dorts today and will get in two more carloads of Paiges next week in brand new uniforms, the gift of A. H. Elmore, of the Oakland Auto Sales company.

Pollard for Las Cruces. A. L. Pollard, Jr., has left the staff

of the Toltelk Motor company to take the position of manager of the Gulf Rating company at Las Cruces and he may also look after the interests of the Toltelk at the busy valley city.

There is a happy smile on the face of G. E. Gaylin, of the Western Auto company. A carload of Saxons was run into a local siding for him this week. There has been a scarcity of Saxons lately and Mr. Gaylin was getting a bit worried for the orders far exceeded the supply.

Accessory Business Brisk. "The accessory business is better this spring than any previous spring that I've known," said Ben L. Clements, of the Borderland Auto company. "I don't count the army business in my estimate but civilian business has been surprisingly good with us white, of course, we are getting our share of the business with the Mexican expedition."

They Like the Savage. "Savage" tire business is anything but "savage" in El Paso right now," said J. M. Duenning, local Savage distributor. "It's mighty good and getting better every week. El Pasoans are getting acquainted with Savage tires and that's all we ask. The tires will do their own talking after they are in use. By the way, we have been asked to be on the lookout for a pocketbook containing a sum of money and some valuable papers belonging to an employee of the Savage factory, which fell into a casing as they were being packed at the San Diego factory a couple of weeks ago. If any El Paso purchaser of Savage tires finds the pocketbook, I'll appreciate hearing from him."

"Raw material" is reported scarce by the factories and dealers will be a scarcity of cars and higher prices very soon," said John L. Baugher, of the Buick Motor company, in advising the early purchase of Maxwells.

The "Mystery" Car. The "mystery" car which is to be handled by the Buick Motor company,

is creating considerable talk among the local motor fraternity. The Buick Rubber company purchased the bankrupt stock of the El Paso Rubber company, this week and manager S. Z. Silverman is now sorting over and arranging his new stock preparatory to what he announces as the "big Buick" basement bargain sale. His assistant, M. L. Cooper, couldn't think of another suitable word starting with "B."

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Complete with Electric Starting and Lighting.

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